

## Clint Fendley Partner



### Select Executive Experience

#### Latitude Food Group (2023-2026)

Multi-brand restaurant platform operating & Pizza (45 locations, East Coast) and Tijuana Flats (70 company + 30 franchised locations, Florida)

Chief Financial Officer

#### Rave Restaurant Group

Publicly traded franchisor (NASDAQ: RAVE) of Pie Five and Pizza Inn restaurant concepts.

Chief Financial Officer (2021-2023)

Vice President, Finance / Principal Financial Officer (2020-2021)

#### 7-Eleven, Inc. (2015-2019)

Finance & Strategy Leadership Role

#### Newbridge Group Advisory (2013-2015)

Financial Analyst

#### Davenport & Company (2006-2013)

First Vice President / Senior Research Analyst

#### Wachovia Securities (2000-2006)

Senior Research Analyst

### Core Competencies

Financial Management

Restructuring & Turnarounds

Multi-Unit & Franchise Finance

Capital Markets & Investor Relations

SEC & GAAP Reporting

Cost Optimization & Cash Flow Management

Mergers & Acquisitions

FP&A

Strategic Planning

Stakeholder Management

### Executive Profile

Clint is a Partner on the Central team with SeatonHill. He is a seasoned Chief Financial Officer with a distinctive background spanning Big 4 public accounting, institutional equity research, and operational finance leadership across multi-unit restaurant and retail organizations. He specializes in supporting private equity-backed and public companies through transformation, with a strong track record of restructuring underperforming operations, improving liquidity, and strengthening financial infrastructure. Clint has successfully led cost reduction initiatives, enhanced cash flow, resolved complex compliance matters, including Nasdaq requirements, and partnered with executive teams to drive disciplined, profitable growth. He was also recognized as the Dallas Business Journal CFO of the Year (2022).

### Industry Experience

Private Equity

Big 4 Accounting

Restaurants & Franchising

Retail

Multi-Unit Operations

Public Company (NASDAQ)

Capital Markets

Consumer Services

Financial Advisory

### Education & Certifications

**Master of Business Administration, Finance**  
Vanderbilt University (Owen Graduate School of Management)

**Bachelor of Business Administration, Accounting**  
Abilene Christian University

**Certified Public Accountant (CPA)**  
Texas (Active License)



**Our partners have deep experience across multiple industries, and can quickly integrate into your organization to provide the insights you need to succeed in today's marketplace.**

**Clint Fendley**  
Partner



## Key Experience

**PE-Backed Multi-Brand Restaurant Platform:** As Chief Financial Officer, Clint led a comprehensive review of underperforming locations, resulting in portfolio optimization and ~\$200K in monthly cost savings. He onboarded an offshore accounting team, generating an estimated \$750,000 in annual savings while improving the timeliness of financial reporting. Clint collaborated with operations to deploy smart safe technology across all locations, strengthening internal cash controls and accelerating cash receipt processing. He also renegotiated key vendor relationships to enhance performance and reduce costs.

**Publicly Traded Restaurant Franchisor (NASDAQ):** As Chief Financial Officer, Clint delivered significant financial and operational improvements during a period of disruption, reducing bad debt from \$1.3M to \$53K within his first year through a disciplined review and collections process. He successfully navigated two Nasdaq delisting notices caused by COVID-19, presenting a comprehensive financial plan and risk mitigation strategy directly to the Nasdaq review board. Through strategic downsizing and rigorous cost management, Clint increased cash levels by 453% during the first year of the pandemic. In addition, he onboarded new auditors and remediated longstanding internal control issues within his first year. His impact was recognized with the Dallas Business Journal's 2022 CFO of the Year award for the DFW market.

**Global Convenience Retailer:** In various financial leadership roles, Clint provided strategic direction and financial analysis for new concept initiatives, including store layout optimization, specialized equipment testing, and digital offerings. He managed finance functions for 25 international licensees, overseeing reporting, budgeting, forecasting, and in-country assessments, and identified more than \$4M in uncollected royalties across multiple markets, implementing enhanced controls to improve collections. Clint also evaluated new store sites for both strategic and financial performance, supporting operational decision-making and growth initiatives.

**M&A Advisory and Equity Research:** Clint served as a sell-side equity research analyst covering the Business & Consumer Services sectors, earning multiple recognitions from Thomson Reuters/StarMine for excellence in stock-picking and financial modeling. He was ranked #1 Stock Picker for Diversified Consumer Services in 2010, 2011, and 2013, and #2 for Earnings Estimation in Commercial Services in 2011, with awards presented on the floor of the NYSE. In this role, he recommended large-cap investment ideas to an asset management committee and coordinated non-deal roadshows for executive teams nationwide.

**SEATONHILL™**

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